



Why Become a Virident | HGST Enterprise Partner?

The opportunity for Enterprise Partners is here! PCIe and Flash solutions are experiencing explosive growth. As a Virident | HGST Enterprise Partner, you will have the ability to capitalize on one of the fastest-growing markets through a tremendous greenfield opportunity to expand your business into new markets and drive greater profitability.

Be Rewarded for your Investment

We make partnering with Virident | HGST profitable, productive and easy. Enterprise Partners may achieve three levels of distinction in our Enterprise Partner Program:

Foundation, Premier and Elite. Benefits for higher membership levels are reserved for companies with a higher level of revenue achievement, greater level of investment in Virident | HGST and have completed a mutually agreed upon business plan.

- **Foundation** Partners typically sell a limited range of Virident | HGST products mainly to small and mid-size businesses
- **Premier** Partners meet higher revenue requirements and have demonstrated success selling Virident | HGST products. Premier Partners typically sell Virident | HGST full product line
- **Elite** Partners meet more stringent revenue and training requirements and are rewarded with additional benefits and deeper discounts.

At every level of the Virident | HGST program, we look for Enterprise Partners who are committed to our mutual success.

Accreditation Requirements

Foundation	1 accredited sales resource 1 accredited technical resource
Premier	2 accredited sales resource 2 accredited technical resource
Elite	5 accredited sales resource 5 accredited technical resource

What is expected of our Enterprise Partners?

Partner Model	Foundation	Premier	Elite
Annual revenue attainment	\$25-\$500K	\$500K+	2M+
Hardware Discount	25%	30%	35%
Registered Deal Add-On discount	15%	15%	15%
Support Discount	Support included in hardware until late summer 2014		
Quarterly business reviews		Mandatory	Mandatory
Accredited and Certified personnel	1 sales	2 sales	5 sales
	1 technical	2 technical	5 technical

How do you become an HGST Enterprise Partner?

1. Meet with your Virident | HGST designated Partner Manager to better understand the value that our products and solutions can bring to your organization.
2. Review and sign the Virident | HGST Agreement.
3. Receive approval & complete Virident | HGST Partner Portal registration.
4. Get trained! Familiarize yourself with the Partner Portal.
5. Ensure that your sales and technical teams visit the learning center on the Virident | HGST Partner Portal.
6. Work with your Virident | HGST Partner Manager and Partner Marketing Manager to develop your business sales goals and marketing plan.
7. Contact partner@virident.com with questions or for more information.

The Virident | HGST Product Portfolio

Virident | HGST accelerates data access with a full range of PCIe and Flash products that let you choose the most cost-effective solution for your customers' application I/O requirements. Visit www.hgst.com for more information on our products and solutions.

We offer extensive training to give our Enterprise Partners the tools they need to be successful when selling our world class technology. Enterprise Partners must be committed to driving revenue and training their sales teams to achieve higher levels and more benefits in our program.

Virident | HGST Enterprise Partner Program Benefits at a Glance

The benefits of the Virident | HGST Enterprise Partner Program are tailored for each membership level. The table below outlines the specific program benefits for Partner, Premier and Elite levels.

	Foundation	Premier	Elite
Sales			
Access to Enterprise Partner Portal	Datasheets, white papers, reference guides, co-branded marketing materials, logos, communication, sales training, on-line sales tools		
Access to accreditation, training and certification	Yes	Yes	Yes
Demo equipment discount	35%	40%	45%
Designated Partner Manager, joint account planning and engagement, executive sponsorship		Yes	Yes
Marketing			
Virident HGST logo usage and co-branding	Yes	Yes	Yes
Access to Marketing Development Funds		Yes Request Based	Yes Request Based
Designated Marketing Resources		Yes	Yes
Technical Support			
24 hour toll-free technical support	1-855-SRV-24X7 (1-855-778-2497) in the US +1-408-582-9844 worldwide Support@virident.com		

Become a Virident | HGST Enterprise Partner Today

There has never been a better time to become a Virident | HGST Enterprise Partner. To learn more, visit <http://www.virident.com/partners>* and contact partner@virident.com or call (408) 503-0100.

HGST reserves the right to modify, supersede or eliminate any or all of these terms and conditions, or terminate the Program without notice. Any applications approved prior to any such revision shall be honored by HGST in accordance with the terms and conditions of the Program. Nothing contained in these materials or the terms and conditions of the Program will be construed as creating a joint venture or a legal Partnership between HGST and the Partner. At all times, HGST and the Partner will remain independent contractors with respect to the Program.



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